

Sabeeh Khan

+966-556650490 sabeehuk@hotmail.com [LinkedIn](#)

Real Estate | Special Economic Zones | Industrial Zones & Ports

An accomplished real estate professional with extensive leadership and analysis experience spanning mega-scale and global first real estate projects in the UAE and the Kingdom of Saudi Arabia.

Currently leading Investments and Business Development for **Ports Development Company**. Previously held key roles with **Majid Al Futtaim Properties**, a Dubai-based Emirati holding company developing mix use communities, shopping malls, retail, and leisure establishments in the Middle East and North Africa, with operations in 13 countries. Also, led Budgeting, Reporting & Strategic Planning, reporting directly to the CFO at **Emaar EC** developing **King Abdullah Economic City** – a 173 sq km, \$ multi-billion visionary development on track to become home to 2 million people. Rapid promotions within **Emaar EC** brought progressive leadership and responsibility.

Currently on the Advanced Management Program in Real Estate at **Harvard University**. Awarded a scholarship from the UK's **University of Sussex** for a Masters in International Accounting Finance & Strategy. Also, hold MBA in Construction & Real Estate from the globally recognised **University College of Estate Management UK**.

AREAS OF EXPERTISE

- **Mega Development Management:** Broad experience of large-scale financial management, analysis, planning and reporting working on major \$multi-billion real estate development programmes. Providing guidance on specific construction projects and advising on profitability scenarios
- **Special Economic Zones:** A repeatedly proven expertise in creating detailed models to advise on the best and highest use of capital and delivery of special economic zones
- **Strategic Planning:** Adept in dealing with senior stakeholders and multiple data sources to develop objective-led, detailed, logical and data-driven strategic plans. Senior management level advisory
- **Feasibility Studies:** From sourcing and checking data integrity to specialist recommendations including affordability, sensitivity analysis and risk assessment
- **Budgeting & Business Planning Management:** Repeatedly proven ability to create appropriate assumptions and plan investment of multi-million CapEx and OpEx budgets. Led the 2015 business planning for **IZDCL** from planning to CEO and Board level approval. Improved budget utilisation by 20%+ in 2014
- **Pricing & Valuations:** Responsible for the pricing strategy and pricing for projects in **Ajman** and **KAEC** including Residential and Industrial land sale/lease projects. Considering feasibility, company positioning and location adjacencies in order to maximise profit on all aspects
- **Investment Due Diligence:** Reviewing 3rd party feasibility studies and financial models. Evaluating JVs and 3rd party developments. Analysing and making recommendations to the CEO

CAREER HISTORY

Ports Development Company, KAEC, KSA

Ports Development Company (PDC) is developing KAP which is the first privately funded port in KSA.

Senior Manager- Business Development and Investment Analysis

Jan' 19 – Present

Investment function and stage gate processes: Leading the investment and business development function structuring including processes for investment evaluation and opportunity assessment

Feasibility and market studies: Developing feasibility and market studies for multiple projects for management approval

Business Development: Assessing new revenue streams and business opportunities for the company including local and international partnerships

Majid Al Futtaim Properties, Dubai, UAE

A leading Emirati holding company based in Dubai, that owns and operates shopping malls, retail, and leisure establishments and mix use communities in the Middle East and North Africa, with operations in 13 countries.

Manager-Investments & Business Development

Apr'18 – Jan' 19

Manager-Development Planning & Analysis

Dec'16 – Apr'18

- **Strategic Planning/Investment Evaluation/Development Appraisals:** Leading large-scale and international opportunity appraisals (**Projects in UAE, KSA, Oman, Lebanon, Egypt etc.**)
- **Feasibility Studies:** Including a \$3-4bn, 3million sqm, mixed use community flagship development of over 6,000 units
- **Market Study & Commercial Analysis:** Developed quarterly market update for stakeholders based on market intelligence
- **Portfolio Reporting:** Developed portfolio reporting structure, consolidation of projects and tracking against KPIs

Emaar, The Economic City, KAEC, KSA

Industrial Zone Development Company

A Tadawul-listed real estate development and management company. It is the master planner of King Abdullah Economic City (KAEC) – a multi-billion mega development located 120km north of Jeddah on the Red Sea coast.

Manager-Budgeting, Reporting & Feasibilities

Mar'15 – Dec'16

Assistant Manager-Budgeting, Reporting & Feasibilities

Mar'14 – Mar'15

Financial Analyst

Sep'12 – Mar'14

- **Mega Construction Financial Leadership:** A series of unique and progressive roles with ever-greater responsibility and influence informing key strategic decisions in a landmark project
- **Financial Modelling:** Played pivotal role in creating the city financial model and a cascading series of models enabling profit-maximising decisions on, Buying/Leasing, District cooling, Utilities, Canal works, Housing, Schooling, Innovation Park and Industry
- **Reporting to CEO:** Absence of CFO created opportunity to work directly with the Senior Team.
- **Project Costing & Monitoring:** Tracking project cost/budgets updating concerned stakeholders. Attention to detail monitoring spend, gaining approvals for budget revisions
- **Feasibility Analysis:** Researching problems/opportunities and advising alternatives. Added value by creating assumptions and analysis leading to Board approved feasibility studies for Warehousing, Bonded Zone, Industrial Zone, Affordable Housing, Labour Camp, K-12 School, Serviced Apartments, Business parks and JV models.

Tameerat Group, Dubai, UAE

A UAE based group with a portfolio including Construction, Power Generation, Real Estate, Consumer Goods, Auto Parts trading and Financial Advisory covering South Asia, the UK and the Middle East.

Financial Analyst

Jan'08 – Sep'10 - Masters Sabbatical - Jul'11 – Mar'12

- **Project Monitoring:** Evaluated progress with financial matrices (DCF, IRR, NPV, RoI, RoE etc.)
- **Project Reporting:** Used comparative case studies to guide and advise Senior Management and meet KPIs.
- **Investment Due Diligence:** Market assessment, financial modelling, valuation and structuring of investment options. Remained actively involved in pricing and payment plan development.
- **Feasibility & Risk Studies:** Highest and best use studies, assessing project risk and feasibility.

Faysal Bank Limited, Karachi, Pakistan

One of the largest banks in Pakistan with a network of over 260 branches.

Intern, Business Development & Corporate Communications Department

Mar'07 – May'07

- **Budgeting & Finance:** Assisted in developing marketing budget and Finance Team coordination.

EDUCATION & PROFESSIONAL QUALIFICATIONS & MEMBERSHIPS

- **Advanced Management Development Program in Real Estate, Harvard University** **2020 (expected)**
- **MBA in Construction & Real Estate, College of Estate Management, UK** **2018**
- **Masters in Int'l Accounting, Finance & Strategy (Scholarship), University of Sussex, UK** **2011**
- **Bachelors of Commerce, University of Karachi, Pakistan** **2008**
- **IT for Finance & Real Estate: Hyperion, Estate Master, Oracle, Microsoft Office**
- **Languages:** English (fluent); Urdu (fluent); Hindi (fluent) Arabic (basic)